

## DELIVERY SERVICE PROBLEMS SOLVED

Max H. Grabowsky Points Out Value of Motor Truck as Having Proven Merchant's Hope.

By Max H. Grabowsky, President of the Grabowsky Power Wagon Company.

The industrial automobile is a trackless locomotive. To this transportation tool which covers nearly every field of carriage from light delivery to heavy trucking, is due the greatest consideration, not only as a means of bettering the service and extending markets but as a delivery expense reducer.

One of the problems of business has been logical merchandise delivery, but skill and brains, backed by necessary means, have produced the motor truck, which has proven the one hope of solving scientifically, economically and surely these delivery problems that have increased daily. Aside from the service viewpoint the motor truck is a sound investment. The combination of authentic statistics—facts and figures shown of results attained—the widening range of motor service and its ability to make heavy deliveries at high speed have done considerable toward the remarkable development of this industry and the rapidity of its growth.

Its scope is broader than the utilitarian advantages of efficiency—economy—ability to wipe out the line between city and suburban deliveries, quickness in covering distances, etc., which the motor truck possesses by an overwhelming majority over horse drawn wagons. Sanitary and humanitarian reasons make the ultimate displacement of the animal for hauling work inevitable.

The rise and fall in temperature makes a vast difference in the power he animal. During hot spells and blizzards the horse has proven inadequate. This was strikingly exemplified last summer when these faithful dumb animals were found in alarming numbers either exhausted or dead on the streets. The motor truck was ever "on the job" despite weather conditions.

To Improve Sanitary Conditions.

Municipal authorities are now realizing the fact that the commercial vehicle is a practical, successful business proposition, capable of displacing the horse from a dollar and cents proposition, and it is only a question of time (and a short time at that) when they will undoubtedly make laws to enforce its use on the city streets. Think of the immense saving on municipal bills for street cleaning, etc., such a change would effect, also a decided change for the better in sanitary conditions.

Now that the importance of the horseless business wagon is universally recognized and every intelligent business man is thinking hard in the matter, the first step should be selection of the right truck, which is the beginning of service and economy in motor delivery.

Unfortunately for business men and likewise the motor truck industry there has been much that has been haphazard relative to the selection of trucks, glittering generalities and cheap prices quoted have influenced some buyers, with the inevitable result, a dissatisfied user and a voice raised unjustly against all other motor trucks. This condition of affairs is due to the fact that many buyers, who are the cause of the largest percentage of motor truck troubles.

Prior, though bound to be considered, is not the most important thing. While the initial cost is seemingly large, it is not the first cost that should receive chief consideration in the purchase of a business machine. If you bought a car because it was

cheap and its service proved unreliable and costly it would not be a good investment.

Service, operating cost, endurance—these vital points hinge on the construction of the truck. Hence, it is construction that should receive consideration. There should be the greatest simplicity of construction and adjustment. The truck that is constructed mechanically correct will in the end cost by far the least, as the service will be reliable, upkeep cost low, and life of the car longer.

There is not and never will be a combination of mechanical parts which do not require attention. Every mechanical device demands inspection and adjustment to produce good service and keep cost of same down, and the greatest results only come to those who observe this natural law.

Neglect is death to a motor truck. The average driver positively will not give the motor (which is the heart of the machine) the attention necessary if inaccessible. Inaccessibility results in neglect. Neglect means loss of operating efficiency, high repair bills, early and rapid depreciation, hence the vital importance of accessibility.

The next important consideration after selecting the right truck is the man at the steering wheel. The man who pays the bills should see that his investment is taken care of by being placed in the hands of a competent, conscientious driver. If the truck is not complicated and the mechanism is accessible the man who has made good as your horse driver usually will learn quickly and make good in charge of your motor truck.

A business man can invariably find the right man in his own organization. In this way he knows the man's judgment, capacity and industry and is reasonably sure his investment will be made to yield the best possible results.

Impress upon him the importance of handling the car on the same basis as any other high class machinery—that it has its needs, its limit of endurance, the same as any piece of machinery.

Truck drivers are like engineers—one will get more work and less wear and tear out of a machine than another. Just stop to think how the railroad locomotive is protected. It is only expected to do a given amount of work, when it is carefully inspected and any adjustment or repairs necessary are immediately made.

Integral to adjust properly some small integral part would cause delay—perhaps a serious disaster. It is equally essential to inspect and adjust the mechanism of a motor truck, which, too, is a piece of machinery, a trackless locomotive. In this way the truck's efficiency may be kept up to par many years.

### MOTORCYCLES IMPROVE.

By Joseph Goodman.

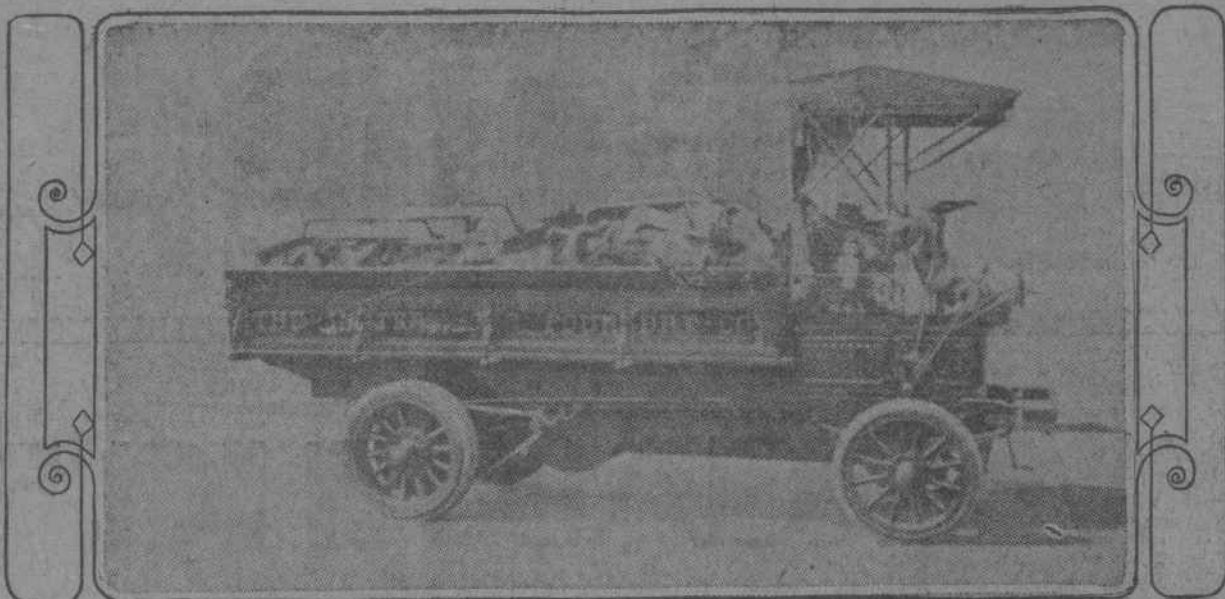
One of the most interesting exhibits in connection with the Automobile Show last week was the section devoted to motorcycles. Sixteen of the most prominent motorcycle manufacturers of the country showed their very latest models.

It is estimated that there are at least 75,000 motorcycles in use in this country. The output for 1912 is estimated at 50,000. One manufacturer alone will manufacture 15,000 during the coming year.

One of the latest improvements shown is an armored type of magneto, which is the same make as that used on the best automobiles, but much lower in cost. It is, however, more advanced than the type, for it is entirely protected from water, dust or oil. No cover is necessary and the terminals are housed, so that the instrument is now practically trouble proof. A large number of prominent automobile manufacturers are considering the use of this type of magneto for their 1913 production.

Another improvement is the clutch. This is similar to the motor car clutch, and is operated by a convenient hand lever. Together with a double jet carburetor, this clutch enables the rider to obtain almost any speed. He can adapt himself to any traffic conditions and just like a car bring his machine to a stop without "idling" his motor.

## Garford Trucks Appear at Garden Show



GARFORD TRUCK

Four complete Garford commercial vehicles and a five ton chassis will compose the exhibit of the Garford Company. Included in the Garford group will be a three thousand pound sidewalk wagon, a five ton gear driven truck, a five ton gear driven

chassis, a one ton friction driven truck and a three ton friction driven truck. All will be equipped with finished bodies except the five ton gear driven chassis, which will be partially disassembled so that the working parts can be inspected. The three thousand

pound delivery wagon is a vehicle designed for suburban delivery and is capable of a speed of thirty-five miles an hour. The Garford Company offer buyers their choice of both gear driven or double disk friction drive trucks.

corn which uses light delivery wagons by the score. In selling a touring car it was enough to prove to the prospective buyer that the car would run from 20 to 25 miles on a gallon of gasoline and from \$300 to \$500 miles on a set of tires. That ended all discussion on the cost of upkeep. But not so with the buyer of delivery wagons. With him every point in the matter of upkeep, cost per mile, repairs, gasoline and oil, and other expense has to be taken up and proved. A board of directors orders the purchase, their order being

based on the report of engineers and technicians. That makes very keen selling, but it is the most satisfactory way. There has been talk among the automobile people visiting the various shows here that the light delivery demand in the next few years will eclipse the pleasure car selling. I am not quite ready to subscribe to that statement, but I see the actual necessity of the employment of tens of thousands of light delivery wagons in the service of our big stores and wholesale houses. It is bound to come.

## LIGHT DELIVERY MARKET EXPANDS

Large Mercantile Houses, Mr. Plaintiff Shows, Lead the Way in Use of Power Wagons.

By Gaston Plaintiff, of the Ford Motor Company.

The light delivery car business in America can't be said to be out of its swaddling clothes. It's really hardly been born. There are unmistakable indications that within the next few years the market for light delivery wagons in the large cities of the United States will be far more than the factories can supply. And to a great extent the retail stores in small towns will displace their present system of horse driven vehicles in delivering goods.

It has been proved already that the light delivery car can do the work of horses for five cents a mile, where horses would cost eleven cents. These statistics I have taken from the reports of big concerns like Wanamaker, New York Telephone Company, Cusick, Peabody & Co., Phoenix Silk Co. and other great houses which depend on the light delivery car for handling the bulk of their deliveries. Naturally these figures show the inevitable downfall of the horse as a factor in delivering goods for companies who watch for every chance of effecting economies.

But there is much difference in selling delivery wagons and pleasure cars. Delivery cars are usually sold in large quantities, that is, if the customer is a big com-

## FINDS STATE ROAD RESOURCES WEAK

George C. Diehl Compiles Records Showing Few Are Able to Undertake Improvement.

More than half the States have less than \$20,000 in available taxable resources to support each mile of road, according to George C. Diehl, chairman of the National Good Roads Board of the American Automobile Association, who has compiled some interesting statistics on the subject. Mr. Diehl's figures make it clear that, except in such thickly settled States as New York, Rhode Island, Massachusetts and others that have larger resources in proportion to road mileage, few of the States can afford to undertake unaided any comprehensive scheme of road improvement. These figures will be brought forward at the Federal Aid Good Roads Convention of the American Automobile Association at the Hotel Raleigh, in Washington, D. C., January 18 and 19, as arguments in favor of assistance by the federal government in highway improvement.

A surprisingly large proportion of the members of Congress and others in public life have placed themselves on record in favor of federal aid. Among the strong supporters of this idea is Representative Oscar W. Underwood, leader of the majority in the house. Mr. Underwood said recently:

"There is no question in my mind about the attitude that the government should take on the question of aiding in the building of interstate public roads. At this time, when the Treasury is not in very good shape, it might be inadvisable

to press the matter, but the time is not far distant when the government will take the advanced stand of giving federal aid to the building of important interstate highways. Nor is there any question of the constitutional right of the government to give such aid. It was done in the case of the old Cumberland road, and was abandoned because of the necessities of war. When the government can afford to make the necessary appropriations the system of federal aid should be restored. A more equitable tariff system would put the Treasury in better shape, and the public might then have the advantage of federal aid."

Representative John A. Moon, of Tennessee, chairman of the House Committee on Post Offices and Post Roads, strongly indorses Representative Underwood's view. Mr. Moon says:—"Under certain conditions I am absolutely in favor of federal aid in the building of interstate public highways. Such highways add to the wealth of the nation as well as to the prosperity and happiness of the citizens. There is no doubt that appropriations by Congress would be constitutional. When the Treasury is in shape to bear the burden the old system of federal aid should be restored under conditions which I will make plain when the subject comes up. Improved public highways will certainly aid the work of the Post Office Department and add to the ease of deliveries."

The Governors of nearly half the States have named delegates to the Federal Aid Convention. None of them has named less than three, and Governor Harmon, of Ohio, has appointed thirty-one to represent the Buckeye State. Several of the Governors have written expressing their personal interest in the federal aid proposal.

Interest in the convention on the part of business men's organizations has also been gratifyingly extensive.

Besides the general subject of federal aid, considerable attention will be given at the Washington convention to the proposed Lincoln memorial highway from Washington to Gettysburg. Representative William H. Borah, of Missouri, will make the principal address on this subject and lead the discussion. Replies will be made by the A. A. A. indicate that more than a hundred Senators and Representatives will attend one or more of the five sessions at the Hotel Raleigh.

AUTOMOBILES.

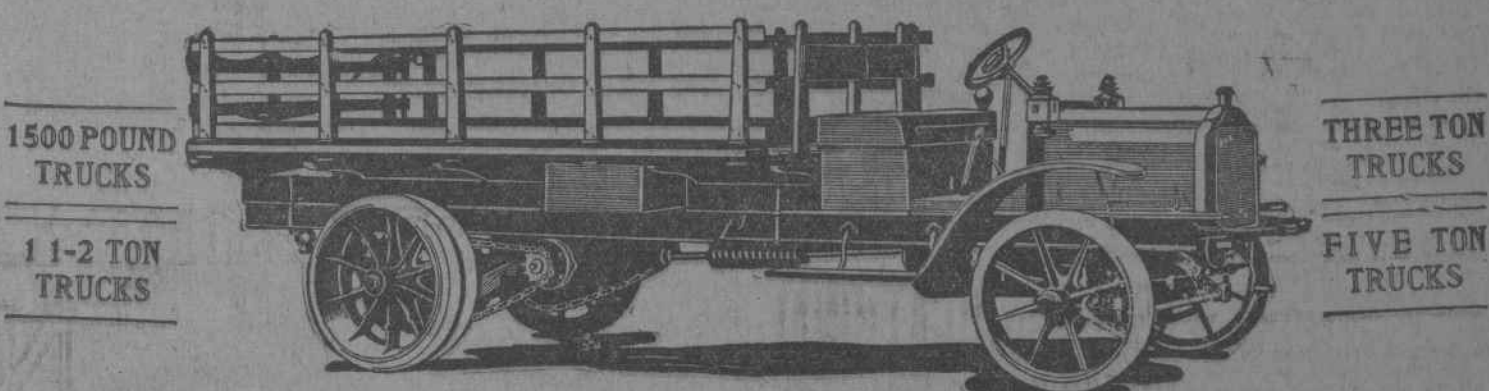
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3. The tire was scientifically patterned so that it would assume, under load, the shape that gives it the greatest traction and resiliency, without damaging distortion. \*Normal and load contours shown in the outline cut.

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